

# EXPANDING THE USE OF ELECTRIC VEHICLES IN PUBLIC TRANSPORTATION



Electric Vehicle Expansion Enterprises, Inc.

# INVESTMENT ASK

TOTAL PROJECT COST

(US\$) **1.7** MILLION

PROJECT IRR

**25%**

DEBT (US\$)

**1.0** MILLION

EQUITY (US\$)

**0.7** MILLION

EQUITY IRR

**34%**

# EVEEi PROBLEM



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**MODERN** are doing to  
Jeepney **TRANSFORM** What  
Starbucks has done to  
**PROFITABLE.**  
coffee



## **Yuri P. Sarmiento. Chairman**

Former President & CEO, Ejeepney Transport Corp.  
President, 1Team

## **Atty. Bodie Pulido. President & CEO**

Co-founder, Ejeepney Transport Corp.  
Executive Director, Electric Vehicle Association of the Philippines

## **Eleanor Coliangco. Director**

Founder of co.lab xchange, a social enterprise incubator  
Impact investor

# PROJECT MILESTONES

October 2014: Signing of MOA with Filinvest Alabang, Inc.

December 2014: Start of FC360 Operations – 18 Units

Ongoing Negotiations to Expand to New Routes



Why it works.

FLEET OPERATIONS = SCALE



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## REVENUE STREAMS

### Passenger Fare Collections

- High Liquidity
- Stable returns

### Mobile Advertising

- Media alternative
- High visibility

### Corporate Leasing

- CSR program
- Both Public & Private sectors



## REVENUE ESTIMATE

Conservative Revenue Estimates for just TEN (10) Ejeepneys  
(June 2015 to June 2016)

US\$24,000.00 – Advertising Revenue

US\$36,000.00 – Shuttle Service Revenue

US\$129,600.00 – Fare Collection Revenue (2 Units)

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US\$189,600.00 – Total Revenue

# EXPANSION STRATEGY

## SATURATION OF EXISTING SITE

US\$ 469,000



Additional  
Ejeepneys

US\$ 369,000

18 units

Solar PV Charging  
Station

US\$  
186,000

Mobilization

US\$ 75,000

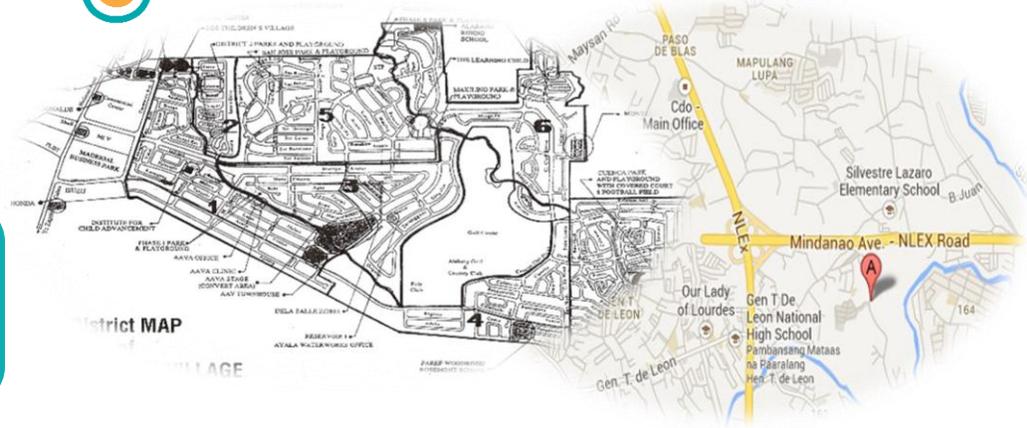
Ejeepney  
Terminal

US\$ 25,000

# EXPANSION STRATEGY

## EXPANSION TO NEW SITES

**US\$ 1,231,000**



### Additional Ejeepneys

**US\$ 820,000**

**40 units**

### Mobilization

**US\$ 230,000**

**3 Project Offices**

### Ejeepney Terminal

**US\$ 150,000**

**3 Terminals**

# INVESTMENT DETAILS

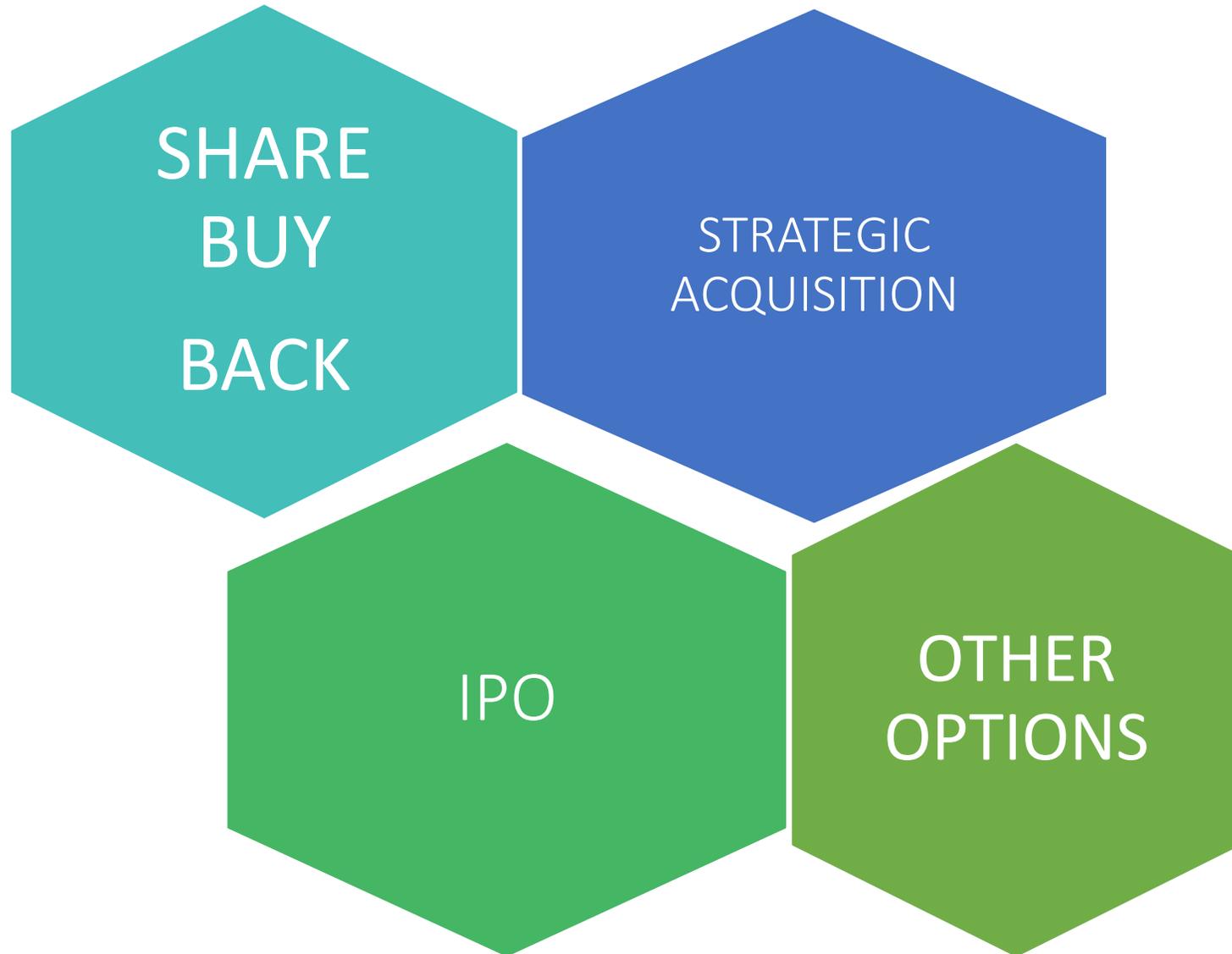
## DEBT

- 7.5% interest rate
- 5 years tenor

## EQUITY

- 20% ownership
- 1 board seat

# EXIT STRATEGIES



# VALUE PROPOSITIONS

- **EVEEI** is the **PREFERRED** Electric Vehicle Public Transport Solutions Provider with extensive fleet operations experience.
- **Optimized Operations through Technology.** EVEEI developed Performance Tracking Technology, Unit Utilization Optimization Systems, Battery Swapping and Management Systems, and Driver Training Protocols.
- **Strategic Partnerships** with industry leaders such as PHUV and Motolite.

# THANK YOU!

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President and CEO

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